



## GSA Federal Acquisition Training Symposium

April 25 – 26, 2017  
Huntsville, AL

Learn > Discuss > Connect

Interact

# Packaged Furniture Schedule 71

Jeffery Calhoun  
MAS Branch Chief  
GSA Integrated Workplace Acquisition Center

April 26, 2017

## Agenda

- GSA Options for Purchasing Office Furniture
- Overview of the Packaged Furniture Program
- Key Requirements of the Program
- Customer Benefits
- Recent Changes
- Questions

## Furniture Purchasing Options

- Required sources of supply
  - UNICOR, Ability One, etc...
- Existing Agency Vehicles
  - Established BPA's or other vehicles
- National Stock Number (NSN) Program
  - Streamlined process for specific products
- MAS Program (Federal Supply Schedules)
  - Schedule 71 - Furniture
    - Packaged Furniture Program
      - Ideal for broad tenant outfitting requirements

## Packaged Furniture Program

- Multiple Award Schedule 71 - Furniture
  - Various types of office furniture and ancillary services
- Packaged Furniture Program
  - Order packaged furniture solutions from a single source
- 4 Packaged Furniture Groups
  - 71 1- Packaged Office Furniture
  - 71 100 - Packaged Healthcare Furniture
  - 71 200 - Packaged Dormitory and Quarters Furniture
  - 71 98 - International Packaged Furniture

## Packaged Furniture Groups

### ➤ 4 Packaged Furniture Groups

- **71 1- Packaged Office Furniture**
  - Workstations, conference space, collaborative areas
- **71 100 - Packaged Healthcare Furniture**
  - Waiting rooms, exam rooms, healthcare office
- **71 200 - Packaged Dormitory and Quarters Furniture**
  - Sleeping rooms, suites, common areas
- **71 98 - International Packaged Furniture**
  - All types, compliant with international standards

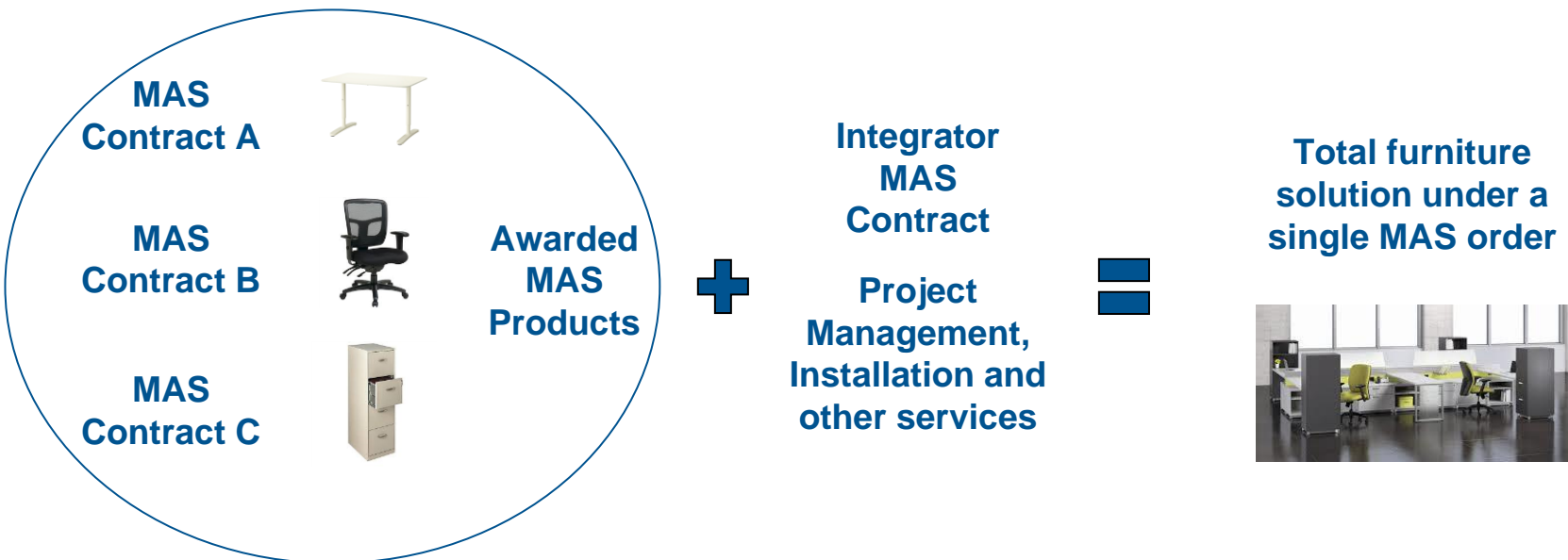
## Traditional MAS Approach



- Access to multiple contracts for a single project requires multiple orders and multiple Contractor Team Arrangements (CTAs)
- Each contractor individually responsible for their portion of performance

## Packaged Furniture Program

- Experienced integrators package a total tenant outfitting solution
- Integrators incorporate existing MAS products under their packaged MAS contract



## Key Vendor Requirements

- Packaged vendors are prime contractors, solely responsible for the delivery of all supplies and services
- Established corporate history as a project integrator for specific types of products
  - Can include limited non-furniture items
    - appliances, AV equipment, fitness equipment
- Vendors must propose a full and broad array of products/services

## Key Service Requirements

➤ At a minimum, vendors must provide project management and furniture installation services

- Vendors may provide any type of ancillary service necessary to support packaged solution



➤ Services must be ancillary to product offerings, stand-alone services not permitted

- SCA/SCLA does not apply to Schedule 71

## Key Product Requirements

- Product suppliers must hold a current MAS contract covering all packaged items
  - All items must comply with current pricing, terms and conditions of the supplier's MAS contract
  - Suppliers provide a letter of commitment and current GSA catalog when products are incorporated into a packaged contract



## Key Product Requirements

- Individual products should not be sold under this program
  - May be purchased as a logical follow-on in accordance with FAR 8.405-6



- Vendors are permitted to publish packaged items on GSA Advantage! but must note that items are not to be purchased individually under a packaged contract

## Customer Benefits

- Access to a broad range of tenant outfitting products and services under a single vendor
  - Reduces contract administration
    - CTAs not needed
  - Assigns performance risk to a single vendor
    - Packaged vendor responsible for all deliverables
- 90% of packaged vendors are small businesses
- 96% of FY16 sales reported by small businesses

## Recent Changes

- 4 SINs consolidated into a single SIN for packaged healthcare program
- A clear SIN description was established for all 4 packaged furniture SINs
- Revised program instructions ensure standard approach to award/administration of vendors
- Clarified that all types of MAS products and services related to tenant outfitting are permitted under the program

## Questions?

